



MANUFACTURING-WORKS

For more than 20 years Manufacturing-Works has been delivering training, experience, and solutions for creating value. With our partners we're here to help Wyoming businesses to grow to their full potential. We provide broad technical assistance, engineering solutions, general business assistance, marketing assistance, and financial counseling. We are committed to helping businesses by delivering solutions for creating wealth and, in conjunction with others, we can deliver complete solutions for companies. Manufacturing-Works is a not-for-profit organization with professionals positioned throughout Wyoming, with current offices located in Laramie, Casper, Cheyenne, Sheridan, and Afton. Manufacturing-Works' mission is to assist Wyoming manufacturers, producers and entrepreneurs, in growing their revenues, increasing their productivity and performance, and strengthening their global competitiveness. We are Wyoming's most trusted resource for manufacturers.

COVID-19 RESPONSE DETAILS

- Manufacturing Works has a COVID-19 website available and is involved in a number of activities to help manufacturers in Wyoming.
- They are working to set up 3D printers to help produce face masks for local use.
- They are working with local supply chains to help produce hand sanitizer, to develop a replacement filter for the N95 mask, and to manufacture sodium hypochlorite for disinfecting facilities.

ECONOMIC IMPACT

MEP Center impacts are based on clients surveyed in FY2020



\$3.4 Million

Total Increased/Retained Sales



65

Total Increased/Retained Jobs



\$2.1 Million

New Client Investments



\$292K

Cost Savings

CONTACT US



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FROG CREEK GROWS BUSINESS TO OTHER STATES.

ABOUT FROG CREEK PARTNERS, LLC. Frog Creek Partners (FCP) is an environmental technology company that specializes in storm water filtration and pollution measurement services. Their flagship product is the patent-pending Gutter Bin storm-water filtration system. It is the most easily maintained and attractive storm water filter on the market. Because regulatory compliance is important, FCP's unique products are designed to measure pollution captured from storm water.

THE CHALLENGE. Frog Creek Partners (FCP) is seeking to expand their marketplace. Due to California Water Board Regulations all storm-water drains in the state will need to be 100% trash capture capable.

MEP CENTER'S ROLE. FCP worked with Manufacturing Works (MW), part of the MEP National Network™, to determine the requirements for certification, how competitors became certified, and then assisted with the application for CA approval. During the process MW found that several competitors performed in house testing or field verification of their product. FCP requested MW to research if 3rd party or in house testing was the best solution. Quotes were obtained for 3rd party lab testing with approximate quotes in the \$20,000 per device range. After analysis, MW advised FCP to perform in-house testing to verify the product lines were 100% trash capture capable prior to sending out for a 3rd-party analysis. FCP then worked with a professional engineer design in house testing facilities which would be adequate for base testing. Meanwhile, MW researched industry testing standards and devised a testing script based upon those standards.

"We had a cost saving of \$17,000-20,000 in testing, consulting, and time saved because of MW. The potential ROI in profit will be up to \$4 million in the next 3 to 5 years, when we start getting our product into the California market after MW helped with the certification and testing. I will continue to use MW for future products."

-Brian Deurloo, CEO and Founder of Frog Creek Partners



RESULTS



\$17-20,000 saved in consulting and testing fees per device tested



\$4,000,000 California market now accessible



recommended test scripts and processes for in-house testing



expansion to the California market with potential for nationwide

